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A faint, light gray outline of a world map serves as a background for the central text.

## **Market Brief - Product**

### **Czech Republic : Dried Fruits and Nuts**

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Vienna [AU1], EZ

**A. Executive Summary:**

The Czech Republic produces walnuts, but only marginal amount of hazelnuts, dried apricots, pears and apples. Most nuts consumed in the Czech Republic must be imported. Among the main nut suppliers are the U.S., Turkey, and other Asian countries (Philippines, Indonesia, Sri Lanka, India and others). In 1999 the Czech Republic imported almost 8 thousand metric tons of dried fruits and nuts, worth some 677 million CZK (almost \$20 million).

Dried fruits and nuts are imported by many small companies who resell this commodity to confectionaries and bakeries for their production, to packaging companies and other wholesalers and retailers. Supermarket chains do not import directly but buy nuts and fruits from importers and wholesalers in the Czech Republic. Dried fruit and nut snacks, sold mainly in supermarkets in 100g packages and loose at market places, are becoming more and more popular. Bakeries and confectioners also consume significant amount of imported fruits and nuts for their own production.

Note: All statistical trade data in this market brief are from the Czech Statistical Office.

**B. Consumption Trends:**

Dried fruits and nuts are traditionally used by confectioners and bakeries. In recent years, however, fruits and nuts became popular as snacks, and continued growth in snack consumption can be expected. Nuts are usually sold in 100g packaging and are either natural, salted, roasted or part of fruit and nut mixes. More expensive products like almonds and cashews are packed in 60g, 75g packages. Peanuts are also sold in 200g and 250g cans, and peanuts in the shell are distributed in 1kg or even bigger packaging, especially around Christmas.

There are two main dried fruits and nuts seasons - Christmas and Easter. Peanuts in the shell are a typical Christmas food item in the Czech Republic.

Since the Czech Republic produces only walnuts and marginal amounts of hazelnuts, fruit and nut consumption can be derived from total imports. As the following tables show, nut consumption in general went down in 1998 compare to the previous year due to worse economic situation. Even though total almond imports increased last year, share of U.S. went down while Spain's and Greece's share rose. This year, however, larger imports of almonds from the U.S. are expected due to a favorable price.

Besides typical American commodities like almonds and peanuts, imports of other kinds of nuts from the U.S. increased last year while total imports of those commodities went down. The growth of imports of certain nuts from the U.S. is shown in the following table:

Note: Item in the table are listed according to volume in MT.

| Commodity       | Increase in import from the U.S. between 1997 and 1998 in % | Decrease of total import between 1997 and 1998 in % |
|-----------------|---|---|
| Peanuts (total) | 140   | 14  |
| Walnuts         | 370   | 90  |
| Pistachios      | 400   | 97  |

On the other hand, imports of pecans from the U.S. went down by 100% last year while total pecan imports increased by 80%, and imports of raisins dropped by 83% while total raisin imports decreased by only 14%.

### C. Domestic and Foreign Competition:

#### Domestic Production:

The Czech Republic produces walnuts in private, non-commercial orchards. The following table shows production since 1995:

|  | 1995 | 1996 | 1997 | 1998 |
|--|------|------|------|------|
| Number of trees in thousands                 | 892  | 873  | 877  | 887  |
| Harvest in thousand MT                       | 6.7  | 6.0  | 3.7  | 5.4  |
| Consumption of walnuts per capita/year in kg | 2.5  | 2.4  | 2.4  | 2.4  |

There are no official statistics available for hazelnut production, since it is very marginal. The Czech Republic also produces dried fruits (apples, pears, grapes); in 1998 it totaled 19 MT.

#### Imports:

The Czech Republic imports most dried fruits and especially nuts from several countries listed below. The following tables show imports of various kinds of nuts and dried fruits in 1997 and 1998 from the three top countries of origin, and the U.S. if it is not among the first three.

**Top Origins of Dried Fruits and Nut Exports to the Czech Republic**

| <b>1998</b>   | <b>metric tons<br/>(MT)</b> | <b>million CZK</b> | <b>Share in %</b> |
|---------------|-----------------------------|--------------------|-------------------|
| Turkey        | 1,402                       | 191                | 18                |
| Philippines   | 914                         | 37                 | 12                |
| <b>U.S.</b>   | <b>828</b>                  | <b>123</b>         | <b>11</b>         |
| Indonesia     | 794                         | 29                 | 10                |
| Sri Lanka     | 534                         | 19                 | 7                 |
| Total imports | 7,708                       | 677                | 100               |

**Imports by HTS code of fruits and nuts items:****0801                      Coconuts, Brazil nuts and cashew nuts**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| Indonesia      | 1,132       | 44              | Philippines    | 914         | 34              |
| Philippines    | 689         | 27              | Indonesia      | 794         | 29              |
| Sri Lanka      | 513         | 21              | Sri Lanka      | 534         | 19              |
| <b>U.S.</b>    | <b>20</b>   | <b>1</b>        | <b>U.S.</b>    | <b>0.3</b>  | <b>0.01</b>     |
| Total          | 3,602       | 172             | Total          | 3,646       | 160             |

**080211, 080212              Almonds**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| <b>U.S.</b>    | <b>857</b>  | <b>138</b>      | <b>U.S.</b>    | <b>776</b>  | <b>117</b>      |
| Spain          | 125         | 18              | Spain          | 140         | 21              |
| Sri Lanka      | 21          | 1               | Greece         | 33          | 4               |
| Turkey         | 10          | 1               | Germany        | 18          | 3               |
| Total          | 1,058       | 142             | Total          | 995         | 149             |

**080221, 080222 Hazelnuts**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| Turkey         | 1,444       | 202             | Turkey         | 1,381       | 188             |
| Spain          | 694         | 112             | Spain          | 251         | 42              |
| Germany        | 59          | 9               | Georgia        | 44          | 6               |
| <b>U.S.</b>    | <b>10</b>   | <b>1</b>        | <b>U.S.</b>    | <b>8</b>    | <b>1</b>        |
| Total          | 2,284       | 337             | Total          | 1,828       | 258             |

**080231, 080232 Walnuts**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| Poland         | 512         | 42              | Poland         | 365         | 30              |
| France         | 336         | 10              | Ukraine        | 86          | 5               |
| Bulgaria       | 143         | 5               | Slovakia       | 83          | 8               |
| <b>U.S.</b>    | <b>7</b>    | <b>0.6</b>      | <b>U.S.</b>    | <b>33</b>   | <b>3</b>        |
| Total          | 1,234       | 77              | Total          | 649         | 51              |

**080240 Chestnuts**

|                | <b>1997</b>  |                 |                | <b>1998</b> |                 |
|----------------|--------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>    | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| Italy          | 72           | 3               | Italy          | 121         | 4               |
| Austria        | 30           | 4               | Austria        | 10          | 1               |
| France         | 23           | 1               | France         | 9           | 0.4             |
| <b>U.S.</b>    | <b>0.008</b> | <b>0.002</b>    | <b>U.S.</b>    | <b>0</b>    | <b>0</b>        |
| Total          | 151          | 9               | Total          | 146         | 6               |

**080250 Pistachios**

|             | 1997     |            |             | 1998      |            |
|-------------|----------|------------|-------------|-----------|------------|
| Country     | MT       | mil. CZK   | Country     | MT        | mil. CZK   |
| Iran        | 592      | 73         | Iran        | 300       | 36         |
| Netherlands | 25       | 4          | Greece      | 18        | 3          |
| France      | 15       | 2          | <b>U.S.</b> | <b>10</b> | <b>1.6</b> |
| <b>U.S.</b> | <b>2</b> | <b>0.3</b> | France      | 6         | 1          |
| Total       | 687      | 86         | Total       | 347       | 44         |

**08029010 Pecans**

|             | 1997     |            |             | 1998     |            |
|-------------|----------|------------|-------------|----------|------------|
| Country     | MT       | mil. CZK   | Country     | MT       | mil. CZK   |
| <b>U.S.</b> | <b>4</b> | <b>0.6</b> | Australia   | 5.6      | 0.8        |
| Greece      | 0.3      | 0.09       | <b>U.S.</b> | <b>2</b> | <b>0.4</b> |
| France      | 0.2      | 0.03       | France      | 0.7      | 0.1        |
| Total       | 5        | 0.8        | Total       | 9        | 1.3        |

**08030090 (Czech) Bananas and plantains, dried****0803002040 (Am.) Bananas, dried****0803004000 (Am.) Plantains, dried**

|             | 1997     |          |             | 1998     |          |
|-------------|----------|----------|-------------|----------|----------|
| Country     | MT       | mil. CZK | Country     | MT       | mil. CZK |
| Philippines | 266      | 12       | Philippines | 306      | 12       |
| Costa Rica  | 21       | 0.2      | Switzerland | 15       | 3        |
| <b>U.S.</b> | <b>0</b> | <b>0</b> | <b>U.S.</b> | <b>0</b> | <b>0</b> |
| Total       | 306      | 14       | Total       | 329      | 16       |

**08042090 (Czech) Figs, dried**  
**080420 (Am.) Figs, whole, other, fresh or dried**

|             | 1997     |          |             | 1998     |          |
|-------------|----------|----------|-------------|----------|----------|
| Country     | MT       | mil. CZK | Country     | MT       | mil. CZK |
| Turkey      | 407      | 22       | Turkey      | 438      | 23       |
| Greece      | 91       | 5        | Greece      | 81       | 5        |
| Spain       | 23       | 1        | Syria       | 41       | 2        |
| <b>U.S.</b> | <b>0</b> | <b>0</b> | <b>U.S.</b> | <b>0</b> | <b>0</b> |
| Total       | 541      | 30       | Total       | 599      | 32       |

**080620 Grapes, dried**

|             | 1997       |           |             | 1998       |           |
|-------------|------------|-----------|-------------|------------|-----------|
| Country     | MT         | mil. CZK  | Country     | MT         | mil. CZK  |
| Iran        | 2,343      | 68        | Iran        | 1,864      | 57        |
| Turkey      | 1,317      | 48        | Turkey      | 1,461      | 51        |
| Greece      | 316        | 13        | <b>U.S.</b> | <b>307</b> | <b>15</b> |
| <b>U.S.</b> | <b>563</b> | <b>29</b> | Greece      | 306        | 14        |
| Total       | 4,747      | 165       | Total       | 4,151      | 147       |

**0813 Fruit, dried, other than that of headings 0801 to 0806; mixtures of nuts or dried fruits**

|             | 1997       |           |             | 1998       |           |
|-------------|------------|-----------|-------------|------------|-----------|
| Country     | MT         | mil. CZK  | Country     | MT         | mil. CZK  |
| Germany     | 619        | 84        | Germany     | 655        | 98        |
| Turkey      | 289        | 25        | Turkey      | 443        | 36        |
| <b>U.S.</b> | <b>264</b> | <b>17</b> | <b>U.S.</b> | <b>394</b> | <b>20</b> |
| Moldavia    | 213        | 5         | Bulgaria    | 201        | 5         |
| Total       | 1,958      | 167       | Total       | 2,224      | 205       |

**120210 Ground nuts in shell not roasted**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| China          | 825         | 27              | China          | 686         | 21              |
| Argentina      | 585         | 17              | India          | 145         | 4               |
| Netherlands    | 59          | 2               | Argentina      | 47          | 1.3             |
| <b>U.S.</b>    | <b>18</b>   | <b>1</b>        | <b>U.S.</b>    | <b>40</b>   | <b>1.6</b>      |
| Total          | 1,550       | 48              | Total          | 979         | 29              |

**120220 Ground nuts shelled not roasted**

|                | <b>1997</b> |                 |                | <b>1998</b> |                 |
|----------------|-------------|-----------------|----------------|-------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> |
| Argentina      | 12,041      | 340             | Argentina      | 6,712       | 235             |
| China          | 3,926       | 109             | China          | 4,292       | 239             |
| India          | 548         | 17              | India          | 1,777       | 48              |
| <b>U.S.</b>    | <b>21</b>   | <b>0.5</b>      | <b>U.S.</b>    | <b>708</b>  | <b>26</b>       |
| Total          | 16,783      | 483             | Total          | 14,391      | 475             |

**208011,19 Ground nuts, nuts and seeds, including mixtures, otherwise prepared or preserved**

|                | <b>1997</b> |                 |                | <b>1998</b>  |                 |
|----------------|-------------|-----------------|----------------|--------------|-----------------|
| <b>Country</b> | <b>MT</b>   | <b>mil. CZK</b> | <b>Country</b> | <b>MT</b>    | <b>mil. CZK</b> |
| China          | 2,165       | 130             | China          | 2,030        | 97              |
| <b>U.S.</b>    | <b>769</b>  | <b>45</b>       | <b>U.S.</b>    | <b>1,207</b> | <b>74</b>       |
| Iran           | 670         | 93              | Turkey         | 398          | 54              |
| Argentina      | 574         | 35              | Austria        | 258          | 20              |
| Total          | 6,369       | 484             | Total          | 6,416        | 498             |



## D. Distribution Channels:

In the Czech Republic there are many small dried fruit and nut importers who buy mostly from large European brokers (in Germany, Netherlands, Great Britain, etc.) Czech supermarket and hypermarket chains and other retailers buy imported products from importers and wholesalers and do not import products themselves.

Czech importers would be interested in purchasing dried fruits and nuts from American suppliers directly if these companies were able to combine and ship various products in one container.

Foreign retail chains (Tesco, Ahold, Carrefour) are rapidly building state-of-the-art hypermarkets in the Czech Republic. These stores have extensive produce sections with a big variety of nuts (walnuts, hazelnuts, peanuts, Brazil nuts, cashews, pistachios, pecans, chestnuts) sold by weight. Prepacked snacks of dried fruits and nuts are sold in hypermarkets as well as in supermarkets and health food stores. There is a big variety of loose dried fruits and nuts that are sold at outdoor produce markets, which are quite popular in the Czech Republic.

## E. Pricing:

After comparing price lists of various importers and wholesalers with retail prices in one of the major chains Tesco, it is obvious that wholesalers provide significant discounts and bonuses for their largest customers. Since wholesale price lists are not final wholesale prices, only sample retail prices are listed below. The retailers' margin on dried fruits and nuts is around 20%.

| Item                               | Retail price in CZK                |
|------------------------------------|------------------------------------|
| Felix brand - packaged in Germany: |                                    |
| - Almonds, roasted salted, 60g     | 28.90                              |
| - Cashews, not roasted, 60g        | 30.50                              |
| - Nuts and raisins, 200g           | 39.50                              |
| - Jumbo peanuts, 100g              | 19.90                              |
| - Peanuts, 200g, can               | 34.50                              |
| Local brands - packaged in CR:     |                                    |
| - Cashews, not roasted, 100g       | 34.90 - 42.0<br>(depends on store) |
| - Cashews, roasted salted, 100g    | 36.90                              |
| - Pistachios, 100g                 | 26.90                              |
| - Pistachios, roasted salted, 125g | 36.90                              |
| - Peanuts, roasted salted, 100g    | 13.00                              |

|                                 |       |
|---------------------------------|-------|
| - Peanuts, roasted salted, 125g | 16.90 |
| - Peanuts, roasted salted, 200g | 22.90 |
| - Raisins, 100g                 | 12.00 |
| - Dried apricots, 100g          | 19.00 |
| - Dried prunes, 100g            | 16.00 |
| - Dried fruit mix, 150g         | 22.00 |

Dried fruits and nuts are usually sold in cellophane bags or cans. Prices of nuts packaged in Germany or other EU countries are usually higher by 10-20% than nuts packaged in the Czech Republic. Domestically packaged nuts represent 60-70% of the market. Hazelnuts, pecans, chestnuts and walnuts are sold by weight in hypermarkets.

#### **F. Packaging and Label Requirements:**

Label and packaging requirements are listed in Law 110/97 on foodstuffs and tobacco products in paragraphs 5-9. Law 110/97 is available in English on the Internet at [www.czpi.cz](http://www.czpi.cz) Special commodity requirements for nuts are in Decree 332/97.

##### **The label must include:**

- name of the producer and address
- name of group and subgroup according to Decree 332/97 (see table)
- net weight (g, kg)
- expiration date (day, month, year)
- storage information
- ingredients, including food additives
- country of foodstuff origin
- information on radiation treatment

Note: Nutritional information on the label is not required.

#### **Division by groups and subgroups; and physical and chemical quality requirements according to Decree 332/97:**

| Group     | Subgroup | Max. water content in % of weight |         | Max. other ingredients in % of weight |
|-----------|----------|-----------------------------------|---------|---------------------------------------|
|           |          | whole nuts                        | kernels |                                       |
| walnuts   | in shell | 12.0                              | 8.0     | 0.4                                   |
|           | kernels  |                                   | 5.0     | 0.1                                   |
| hazelnuts | in shell | 12.0                              | 7.0     | 0.25                                  |

|                    |                         |      |      |             |
|--------------------|-------------------------|------|------|-------------|
|                    | kernels                 |      | 6.0  | 0.05        |
| sweet almonds      | in shell                | 9.0  |      | 0.4         |
|                    | kernels                 |      | 6.5  | 0.1         |
| pistachios         | in shell not roasted    |      | 6.5  | 0.2         |
|                    | in shell roasted        |      | 4.0  | 0.2         |
|                    | in shell roasted salted |      | 4.0  | 0.2         |
|                    | kernels not roasted     |      | 6.5  | 0.1         |
|                    | kernels roasted         |      | 4.0  | 0.1         |
|                    | kernels roasted salted  |      | 4.0  | 0.1         |
| kernels of cashews | not roasted             |      | 7.0  | 0.3         |
|                    | roasted                 |      | 3.0  | 0.3         |
|                    | roasted salted          |      | 3.0  | 0.3         |
| peanuts            | in shell not roasted    | 10.0 | 6.5  | 0.5         |
|                    | in shell roasted        |      | 4.0  | 0.5         |
|                    | shelled roasted         |      | 5.0  | 0.5         |
|                    | shelled roasted salted  |      | 5.0  | 0.5         |
| Brazil nuts        | in shell                | 14.0 |      | Not allowed |
|                    | kernels                 |      | 10.0 | 0.5         |
| coconuts           | pieces not roasted      |      | 3.0  | Not allowed |
|                    | pieces roasted          |      | 3.0  | Not allowed |

|                           |  |  |     |             |
|---------------------------|--|--|-----|-------------|
| dried fruit and nut mixes | dried fruit and nut mixes (min. 60% of nuts) |  | 8.0 | Not allowed |
|---------------------------|--|--|-----|-------------|

Dried fruits and nuts can be imported with U.S. labels or unlabeled, but before distribution must have a label in the Czech language including the above listed information.

Czech importers usually purchase bulk quantities and either sell bulk quantities to bakeries and confectioners or package dried fruits and nuts in 60g, 75g, 100g, 200g cellophane bags.

### G. Import Regulations:

Imports of dried fruits and nuts do not require an import license. There is no import quota or excise tax on this commodity.

According to HTS of Czech Republic 1999, special tariffs for various kinds of nuts and dried fruits are as follows:

| Tariff No:       | Article Description:  | Special Tariff (%) |
|------------------|---|--------------------|
| 0801             | Coconuts, Brazil nuts and cashew nuts   | Free               |
| 080211, 080212   | Almonds   | Free               |
| 080221, 080222   | Hazelnuts   | Free               |
| 080231, 080232   | Walnuts   | 0.1                |
| 080240           | Chestnuts   | 0.8                |
| 080250           | Pistachios  | Free               |
| 08029010         | Pecans  | Free               |
| 08030090 (Czech) | Bananas and plantains, dried  | Free               |
| 08042090 (Czech) | Figs, dried   | Free               |
| 080620           | Grapes, dried   |                    |
|                  | Packed for immediate consumption in package not exceeding 2 kg (weight of packaging not included) - Currants, Sultanas, Other | 2.4                |
|                  | Other packaging - Currants, Sultanas, Other   | 1.8                |
| 0813             | Fruit, dried, other than that of headings 0801 to 0806; mixtures of nuts or dried fruits                                      |                    |
| 081310           | Apricots  | 0.9                |

|            |  |      |
|------------|--|------|
| 081320     | Prunes   | 0.8  |
| 081330     | Apples   | 0.8  |
| 081440     | Other fruit:   |      |
| 08134010   | Peaches, nectarines  | 0.8  |
| 08134030   | Pears  | 0.8  |
| 08134050   | Papayas  | Free |
| 08134060   | Tamarinds  | Free |
| 08134070   | Apple cashew, lichi, jackfruit, passiflora, pitahaya                             | 0.6  |
| 08134095   | Other  | 0.6  |
| 081350     | Mixtures of nuts or dried fruits of this chapter                                 |      |
| 0813500020 | Containing only fruit  | 0.8  |
| 0813500040 | Containing only nuts   | Free |
| 0813500060 | Other  | Free |
| 120210     | Ground nuts in shell not roasted   | Free |
| 120220     | Ground nuts shelled not roasted  | 0.7  |
| 208011,19  | Ground nuts, nuts and seeds, including mixtures, otherwise prepared or preserved | Free |

Content of residues and additives in foodstuffs is regulated by Law 110/97 and by Decree 298/97 for all groups of additives.

There are no special U.S. export documents and certificates required, but each food item must have a Declaration of Agreement, annually updated, which means that every food item fulfills all requirements set in food laws. Czech importers take care of this declaration. According to Decree 220/97 a Declaration of Agreement can be issued for those dried fruits and nuts that have been analyzed in an approved laboratory for contents of mycotoxins B1, B2, G1 and G2. The analysis is valid for one year. Price of the analysis is 1,260 CZK.

**H. List of Importers and Important Contacts:****a) Importers:**

Company: **IBK Trade**  
Comp.type: Importer, packager, distributor  
Contact: Mr. Bohumil Kratochvil, Mr. Bohuslav Kaliberka  
Title: Owner, General Manager  
Address: Dolanska 14/301, 161 00 Praha 6, Czech Republic  
Phone: +420-2-2056-2158  
Fax: +420-2-2056-2158  
E-mail: ibk@mbox.vol.cz  
U.S. imports: almonds - different kinds, prunes, peanuts  
buys through European brokers, interested in direct imports from The U.S.  
Other imports: hazelnuts, pistachios, cashews, Brazil nuts, coconuts, raisins, dried apricots,  
pineapple, papaya  
Volume: 1,0000 MT/year  
Customers: retail chains 100%

Company: **Indo-Med**  
Comp.type: Branch of British Importer Indo-Med  
Contact: Mr. Vladimir Mares  
Title: Broker  
Address: Mazurska 516, 181 00 Praha 8, Czech Republic  
Phone: +420-2-855-98-34  
Fax: +420-2-855-0317  
E-mail: inmedprg@comp.cz  
U.S. imports: almonds, raisins, prunes  
Other imports: graded coconut, coconut chips, banana chips, dried apricots, hazelnuts, almonds,  
cashews, pistachios, peanuts  
Volume: 982 MT/year, out of which 280 from the U.S.  
Customers: Indo-Med sells bulk quantities to confectioners, bakeries, packaging companies,  
wholesalers

Company: **Mecca Enterprises, Ltd.**  
Comp.type: Broker  
Contact: Mr. Miloslav Kase, PhD  
Title: Commercial Adviser  
Address: U druzstva prace 4/935, 140 00 Praha 4, Czech Republic  
Phone: +420-2-4446-0446  
Fax: +420-2-4446-0497  
U.S. imports: almonds, raisins, pistachios, apricots, prunes (US imports represent 95% of  
company's imports)  
Volume: almonds 300 MT/year, raisins 50 MT/year, pistachios 10 MT/year, apricots 20  
MT/year, prunes 100 MT/year  
Customers: the company is a broker for other Czech companies (traders, packagers)

Company: **Walmart**  
Comp.type: Importer, Processor, Distributor  
Contact: Mr. Lech Kowalczyk  
Title: Head of Export/Import Department - Dried fruits d  
Address: Oldrichovice 44, 739 58 Trinec, Czech Republic  
Phone: +420-659-301-221  
Fax: +420-659-301-311  
U.S. imports: sunflower seeds, sesame seeds, almonds, prunes, peanuts, pecans  
Other imports: hazelnuts, pistachios, Brazil nuts, cashews, peanuts, raisins, dried coconut, banana  
chips, papaya, mango  
Volume: 1,700 MT/year  
Customers: bakeries and confectioners 80%  
cash and carry, retailers 20%

Company: **K - Servis s.r.o.**  
Comp.type: Importer, wholesaler, broker  
Contact: Mr. Josef Kmoch, Mr. Jan Doubek  
Title: Import Managers  
Address: Strakonicka 876, 150 00 Praha 5 - Velka Chuchle, Czech Republic  
Phone: +420-602-319410 (Mr. Kmoch), -602-399139 (Mr. Doubek)  
Fax: +420-2-57321217, -2-57321218  
U.S. imports: almonds, prunes  
Other imports: almost all kinds of dried fruits and nuts  
Volume: 1,000 MT/year  
Customers: retail chains 70%  
other retailers 30%

Company: **Trias**  
Comp.type: Importer, distributor, wholesaler  
Contact: Ms. Jitka Lhotkova  
Title: Trade Specialist  
Address: Resselovo nam. 4, 537 01 Chrudim, Czech Republic  
Phone: +420-455-620-679  
Fax: +420-455-620-679  
U.S. imports: almonds, sunflower seeds  
Other imports: coconuts, peanuts, sesame  
Volume: 1,000 MT/year  
Customers: bakeries, confectioners

Company: **Hopi**  
Comp.type: Importer, Processor  
Contact: Mr. Zbynek Seliga  
Title: Trade Manager  
Address: Wolkerova 24b, 779 00 Olomouc, Czech Republic  
Phone: +420-68-5416938  
Fax: +420-68-5416938  
U.S. imports: prunes, raisins, cranberries  
Other imports: pineapple, papaya, mango (from Thailand)  
Volume: 700 MT/year  
Customers: processors (Ekofrukt, Poex) 70%  
retailers 30%

Company: **Vitana**  
Comp.type: Producer, Importer of Ingredients  
Contact: Ms. Iva Mikulkova  
Title: Purchase Manager  
Address: 277 32 Bysice, Czech Republic  
Phone: +420-206-610-237  
Fax: +420-206-696-349  
U.S.imports: almonds, possibility of importing raisins and pistaschios  
Other imports: raisins, hazelnuts, coconut, peanuts, cashews, mixes of dried fruits and nuts, pistachios  
Volume: 1998: 7,621 MT of dried fruits and nuts (out of which 180 MT from U.S.),  
1-6/1999: 671 MT  
Customers: retailers 100%

Company: **Poex**  
Comp.type: Importer, Distributor  
Contact: Mr. Ales Pol  
Title: Trade Specialist  
Address: Frantiskov 261/14, 594 01 Velke Mezirici, Czech Republic  
Phone: +420-619-523824  
Fax: +420-619-523592  
U.S.imports: prunes, almonds  
Other imports: almonds, pineapple slices, coconut pieces, peanuts, pistachios, dates, papaya  
Volume: 500 MT/year  
Customers: Retail chains (hypermarkets, supermarkets) 60-70%  
Other retailers 30-40%



Company: **Singa**  
Comp type: Importer  
Contact: Mr. Jiri Skalicky  
Title: Commercial Director  
Address: U pruhonu 40, 170 00 Praha 7, Czech Republic  
Phone: +420-2-8387-1020  
Fax: +420-2-809-514  
U.S.imports: none at the moment, interested in importing hazelnuts, peanuts, almonds and sesame seeds from the U.S.  
Other imports: cashews, dried pineapples, guavas, mangoes, papayas, coconut chips, banana chips  
Volume: 540 MT/year  
Customers: producers, distributors, wholesalers - 100%

Company: **Lagris**  
Comp.type: Importer, distributor  
Contact: Ms. Ludmila Hajkova  
Title: Trade Manager  
Address: Dolni Lhota 39, 763 23 Lhota u Luhacovic, Czech Republic  
Phone: +420-67-7658-114  
Fax: +420-67-7658  
U.S.imports: almonds, peanuts  
Other imports: hazelnuts  
Volume: 420 MT/year, out of which 80 MT from the U.S.  
Customers: Bakeries 25%  
Packaging companies 35%  
Own packaging Lagris 40% - sells to retailers, wholesalers

Company: **Cokoladovny Nestle**  
Comp.type: Producer of confectionary, chocolates  
Contact: Mr. Rudolf Jansky  
Title: Purchase Director  
Address: Modranska 27, 143 02 Praha4, Czech Republic  
Phone: +420-2-6132-2741  
Fax: +420-2-402-3240  
U.S.imports: raisins  
Other imports: graded coconut, hazelnuts, raisins  
Volume: 700 MT/year, out of which 180 MT from U.S.  
Customers: Own production

Company: **Anfruit**  
Comp.type: Importer  
Contact: Mr. Frantisek Anderle  
Title: Owner  
Address: Zborovska 629, 382 01 Cesky Brod, Czech Republic  
Phone: +420-203-622-180  
Fax: +420-203-622-180  
U.S.imports: almonds, prunes  
Other imports: hazelnuts, raisins, coconut, cashews, pistachios, dried apricots  
Volume: 500 MT/year, out of which 100 MT from the U.S.  
Customers: bakeries, packaging companies, own packaging

Company: **Agro Ali**  
Comp. Type: Importer  
Contact: Mr. Jan Nekula  
Title: Trade Specialist  
Address: Primetice 229, 669 04 Znojmo, Czech Republic  
Phone: +420-624-226375  
Fax: +420-624-241901  
U.S.imports: almonds, prunes, hazelnuts  
Other imports: pistachios, almonds, dried bananas, apricots, raisins  
Volume: 200 MT/year  
Customers: bakeries, wholesalers, retailers

Company: **LTC, s.r.o.**  
Comp.type: Importer, Packager  
Contact: Ms. Vlasta Dvorakova  
Title: Trade Specialist  
Address: Masarykovo na. 180/IV, 566 01 Vysoke Myto, Czech Republic  
Phone: +420-468-22900  
Fax: +420-468-22900  
U.S.imports: almonds, pistachios, peanuts  
Other imports: papaya, pineapples, coconuts, raisins, hazelnuts, apricots  
Volume: no estimates  
Customers: retail chains 65-75%  
other retailers 25-35%

Company: **Country Life**  
 Comp.type: Wholesaler, Importer  
 Contact: Mr. Karel Guslbauer  
 Title: International Buyer  
 Address: CS Armady 20, 253 01 Hostivice, Czech Republic  
 Phone: +420-2-2098-1464  
 Fax: +420-2-2098-0457  
 U.S.imports: prunes, almonds  
 Other imports: dried banana chips, dates, coconut chips, figs and apricots, yogurt coated dried fruit, hazelnuts, pistachios, walnuts, Brazil nuts, cashews, coconut pieces  
 Volume: 187 MT/year  
 Customers: Specialized health food stores 30%  
 Country Life own health food stores 20%  
 Retail chains (hypermarkets, supermarkets) 20-25%  
 Other wholesalers 20%  
 Hotels and restaurants 10%

Company: **Perun**  
 Comp.type: Importer, distributor, wholesaler  
 Contact: Mr. Vladimir Kasjanenko  
 Title: Trade Manager  
 Address: Pujmanova 1220, 140 00 Praha 4, Czech Republic  
 Phone: +420-2-421073  
 Fax: +420-2-421073  
 U.S.imports: prunes, almonds  
 Other imports: cashews, pistachios, Brasil nuts, apricots, raisins  
 Volume: 200 MT/year  
 Customers: retail chains 30%  
 other retailers 70%

Company: **Jakob**  
 Comp.type: Importer, Wholesaler  
 Contact: Mr. Jaroslav Kosatik  
 Title: Director  
 Address: Skelna 13, 466 02 Jablonec nad Nisou, Czech Republic  
 Phone: +420-428-25014, +420-428-316-206  
 Fax: +420-428-25014, +420-428-316-206  
 U.S.imports: almonds, prunes, raisins  
 Other imports: pistachios, cashew, peanuts, Brazil nuts, hazelnuts, dried coconut, banana chips, apricots  
 Volume: 100 MT/year  
 Customers: bakeries 70%  
 wholesalers 30%

Company: **Atos Bohemia, s.r.o.**  
Comp.type: Importer, Distributor  
Contact: Mr. Petr Simek  
Title: Trade Specialist  
Address: Nadrazni 249, 542 34 Male Svatonovice, Czech Republic  
Phone: +420-439-886210  
Fax: +420-439-886331  
U.S.imports: none but the company is interested in cooperation with U.S. companies  
Other imports: pistachios, peanuts, almonds roasted and salted, cashews  
Volume: peanuts 1200 MT/year, pistachios 120 MT/year, other commodities  
Customers: retail chains 45%  
other retailers (directly) 55%

Company: **Star Foods**  
Comp.type: Importer  
Contact: Mr. Jaroslav Liska  
Title: Co-owner  
Address: Zeleny pruh 99, 140 00 Praha 4, Czech Republic  
Phone: +420-22519590  
Fax: +420-61262179  
U.S.imports: no imports but the company is very interested in U.S. prunes and almonds and would like to start to importing them  
Other imports: raisins, almonds, pistachios  
Volume: 500 MT/year  
Customers: retail chains 80%  
processors 20%

**b) Important Contact:**

Company: **Czech Agricultural and Food Inspection**  
Comp.type: Food Inspection  
Contact: Dr. Petr Baudys  
Title: Vice Director  
Address: Kvetna 15, 603 00 Brno, Czech Republic  
Phone: +420-5-4354-0213  
Fax: +420-5-4354-0210

(Exchange rate: July 1999: USD = 34 CZK)